

# Game Grant System in Finland

**Game Initiative Meetup**

GameFounders

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Tallinn

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## **Tekes – The Finnish Funding Agency for Innovation**

**Publicly funded expert organisation for financing research, development and innovation in Finland.**

### **Funding for challenging R&D and business development**

**Tekes works with the top innovative companies and research units in Finland.**

**Tekes finances every year some 1,500 business and 600 public research projects research and development projects. Total funding is more than 500 million euros annually.**

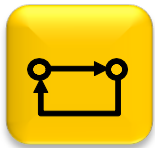
**Tekes has been supporting Finnish game industry already more than 15 years. During this time total Tekes funding of game companies have been more than 65 million euros.**



## **Starting points for Tekes funding**

- **We fund pioneers aiming at growth and internationalisation with a good team and an innovative business idea**
- **We share risks – we select projects for funding that would not be implemented in an equally ambitious form or on such a large scale without public funding**
- **We fund a large group of enterprises launching their innovation activities with small investments and continue to fund the most promising companies with more significant investments**
- **Tekes funding covers part of the project's expenses**
  - **the company must be able to convince Tekes that the level of internal contribution agreed-upon will be realised**
- **We evaluate the company and project as a whole**
  - **projects compete for the funding**
  - **even a good project can sometimes be left without funding**

# Tekes funding for start-ups



## Planning for growth and going international

- Product/Market fit
- Customer insight
- Proof-of-Demand
- Team capabilities

GO /  
NO GO

### **75% grant**

- max. 100 k€
- in 2 tranches

## R&D&I Funding

- Product, service and business model development

GO /  
NO GO

**50% - 70 % loan**  
**35% - 50 % grant**

## Funding for Young Innovative Growth Companies (YIC)

- For the most promising startups
- International business development

**75% grant**  
**max. 1 M€**

- in tranches with milestones



## **Tekes and Game Industry**

- **Finland lives for export and new innovations - it's worthwhile to invest tax payers money to rapid growth industry which based on high expertise**
- **Tekes has been supported Finnish Game Industry almost 15 years.**
- **Total R&D investments to most promising Start Up's and Runner Up companies has been almost 65 million euros during that time**
- **Game Industry has shown remarkable growth during past 5 years**
  - **Benefits to society have been several hundred million euros by terms of new tax income, new jobs and foreign investments**



## **Tekes and Game Industry**

**Tekes programme Skene – Games Refueled launched 2012. Skene aims to offer funding to challenging game industry projects up to 30-35 million euros untill 2015.**

**Skene has already funded (3/2014) over 40 companies total amount of 13 million euros. About 75 % of the companies are promising Start Up's and Runner Up's looking for rapid growth.**

**More information: [www.tekes.fi/skene](http://www.tekes.fi/skene)**





## The Finnish Game Industry in nutshell

**Finnish Game Industry has been growing fast and even dramatically past three years. Major part of the companies develop mobile games, but there's development virtually to all platforms.**

- 200 companies**
- 2500 employees**
- Turnover of Industry Core 2013 (game development): 900 million euros**
- Total value of Industry 2013: 2210 million euros**
- Annual Growth Rate 39,5 % (CAGR 2004-2013)**
- The most well-known superstars are Supercell's Clash of Clans and Rovio's Angry Birds**



**More information: <http://www.slideshare.net/Tekesslide/finnish-game-industry>**





## **Explaining success and fast growth**

### **- Special features of Finnish Game industry**

- Technological know-how of mobile platforms**
- Born to global attitude (because of small size of domestic market)**
- Strong entrepreneurship spirit and capability to create effective developer teams**
- Flexibility to adapt changes in business**
- Best practice sharing**
- Strong game developers community, gaming culture and co-operative spirit**
- Functional industry networks**
- Governmental support (Tekes R&D funding)**







## Entering Finland

**Tekes - The Finnish Funding Agency for Innovation**  
[www.tekes.fi](http://www.tekes.fi)

**Neogames – Game Industry support and knowledge.**  
**Coordinator of Skene programme**  
[www.neogames.fi](http://www.neogames.fi)

**Invest in Finland - Professional consulting services for international companies**  
[www.investinfinland.fi](http://www.investinfinland.fi)





**Thank you for your attention!**

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